

2024

Dallas Hotel Conference



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AGENDA

- 3:00 p.m.** **WELCOME**
Cliff Risman, Partner and Co-Chair, Hospitality & Leisure Team, Foley & Lardner LLP
- 3:05 p.m.** **MARKET UPDATE**
Daniel Lesser, Co-Founder, President & CEO, LW Hospitality Advisors
- LEADERS PANEL**
Moderator:
Daniel Bachrach, Partner, Hospitality & Leisure Team, Foley & Lardner LLP
- Panelists:**
- 3:25 p.m.** *Kurt Alexander, President, Omni Hotels & Resorts*
Warren Fields, President & CEO, Pyramid Hotel Group
Craig Smith, CEO, Aimbridge Hospitality
Richard Stockton, President & CEO, Braemar Hotels & Resorts, Inc.
- 4:05 p.m.** **LEGISLATIVE UPDATE**
Jessica Brady, Vice President, Federal Affairs
American Hotel & Lodging Association
- THE CAPITAL MARKETS PANEL**
Moderator:
John Bourret, Managing Director, Eastdil Secured
- Panelists:**
- 4:25 p.m.** *Christopher Hanrattie, SVP, Investments, Crescent Real Estate LLC*
Lawrence Kwon, Managing Director, Head of Hospitality & Leisure, Moelis & Company
Edward Yu, Managing Director, Investments, Ohana Real Estate Investors
- 5:05 p.m.** **"TRANSACTION OF THE YEAR" AWARD PRESENTATION**
Lena Combs, CPA, CGMA, Partner and Practice Leader, Hospitality Services Team, Withum
- 5:10 p.m.** **CLOSING**
Cliff Risman, Partner and Co-Chair, Hospitality & Leisure Team, Foley & Lardner LLP

Please join us for a lively cocktail networking
reception immediately following the conference.

MODERATORS & PANELISTS



Kurt Alexander

President

Omni Hotels & Resorts

Kurt Alexander is the President of Omni Hotels & Resorts, a position he assumed in May 2022. Alexander worked as the company's CFO for five years prior to accepting the role of President. Since joining Omni Hotels & Resorts in 2014, Alexander has worked with all disciplines of the company to address strategic priorities, while also overseeing shared services, corporate accounting, capital finance, procurement, risk management, property tax and financial reporting. He has held a number of positions within the company, including vice president of finance, director of strategic planning & asset management and he participated in the company's Executive in Development (EID) program when he joined the company, which allowed him to work across functions at the hotel level.

Prior to his work at Omni Hotels & Resorts, Alexander spent a decade working in professional services, including public accounting and investment banking, both of which involved work in the travel and hospitality space.

Alexander attended Duke University where he earned a bachelor's degree in economics. He also received a master's degree in accounting from the University of Virginia and an MBA from Northwestern University. Alexander resides in Dallas with his wife, Melissa, and their two children.



Dan Bachrach

Partner, Hospitality & Leisure Team

Foley & Lardner LLP

Dan Bachrach focuses his practice on the condominium, hotel, resort, and hospitality industry, including residential, commercial, and mixed-use condominiums, timeshare, condominium hotels (condotels), private residence clubs, fractional projects, restaurants, and travel clubs. He is a partner in the firm's Real Estate Practice and the Hospitality & Leisure Industry Team and is board-certified in Condominium and Planned Land Development Law by the Florida Bar Board of Legal Specialization and Education.



John Bourret

Managing Director
Eastdil Secured

John Bourret is a Managing Director in the Dallas office of Eastdil Secured and is primarily responsible for institutional-grade hotel and resort property sales, equity placements and structured finance advisory.

During the course of his career, Mr. Bourret has completed over \$7.0 billion in commercial real estate transactions. Mr. Bourret is a member of the Urban Land Institute, and a member of the North Texas Hotel Development Council.



Jessica Brady

Vice President, Federal Affairs
American Hotel & Lodging Association

Jessica Brady is the Vice President for Federal Affairs responsible for tax policy at the American Hotel & Lodging Association. At AHLA, she lobbies for pro-growth tax policies to support a vibrant hospitality and lodging industry. Jessica previously was the Senior Director of Federal Government Relations for the Distilled Spirits Council of the United States (DISCUS) where she advocated on tax, trade, and other issues impacting distilled spirits producers and marketers on Capitol Hill and with federal agencies. Prior to joining the DISCUS, she led budget and appropriations advocacy as the Associate Director of Global Development Policy & Advocacy at Save the Children. Earlier in her career, she worked at the U.S. Department of State for the U.S President's Emergency Plan for AIDS Relief (PEPFAR) in roles advancing multilateral diplomacy and Congressional affairs. She started her career in the office of U.S. Senator Ben Nelson (D-Neb.). Jessica holds a Bachelor of Arts from the University of Nebraska-Lincoln and a Master of Public Policy with a concentration in budget and public finance from George Washington University.

MODERATORS & PANELISTS



Lena Combs

*CPA, CGMA, Partner and Practice Leader,
Hospitality Services Team*
Withum

Lena Combs is a partner in the firm's Orlando office specializing in accounting and auditing. She has extensive experience with common interest realty associations and governmental practice areas. In addition, Lena works with companies in the insurance, not-for-profit and hospitality industries. Her service areas of expertise include agreed-upon procedures, business analysis, client-outsourced services, compliance and performance audits, internal control evaluation and operational and financial consulting. Lena is the Practice Leader for the firm's Hospitality Services Group.



Warren Fields

President & CEO

Pyramid Hotel Group

Warren Fields leads Pyramid Global Hospitality as its Chief Executive Officer, and founding partner, focusing his time on strategic growth, planning, and development of the organization. Pyramid Global Hospitality was formed by the 2021 merger of three hotel and resort management companies, creating the most owner-focused, experiential company in the industry and its best workplace. The organization's global portfolio spans more than 220 properties in the U.S., Caribbean and Europe. It maintains offices in Boston; The Woodlands, Texas; Cincinnati; and London. Warren oversaw the growth of Pyramid and previous to his responsibilities as CEO, was the company's Chief Investment Officer responsible for business development, via acquisitions, third-party management and asset management contracts, fundraising, development, and new investment opportunities, including mergers & acquisitions.

Warren possesses over three decades of experience in all facets of hospitality acquisitions, development, finance, and operations. He is the former Vice President of Development & Operations for Promus Hotel Corporation, which was sold to Hilton Hotel Corporation in 1999. At Promus he developed and implemented a strategy for creating a new hotel brand, eventually growing the portfolio from 0 to 30 properties. Following the sale of Promus, he returned to Boston in 1999 to form Pyramid Hotel Group. Warren began his career with Beacon Hotel Corporation, a predecessor company to Promus, where he served as Vice President of Development for Guest Quarters Hotels, and later DoubleTree. In 2019, Warren was named to the Board of Directors of Massachusetts Port Authority by the Governor. He is a graduate of the Cornell University School of Hotel Administration and a member of its Advisory Board.

MODERATORS & PANELISTS



Christopher Hanrattie

SVP, Investments

Crescent Real Estate LLC

Chris Hanrattie serves as Senior Vice President, Investments for Crescent Real Estate LLC, and he is based in the corporate office in Fort Worth. Mr. Hanrattie's responsibilities include oversight of the hospitality vertical. In this role he is responsible for the hospitality investment strategy and leads all hospitality acquisitions/dispositions as he has done so since 2015.

Mr. Hanrattie originally joined Crescent in 2004 and returned to Crescent in November of 2009. After Mr. Hanrattie's return in 2009, he held various roles on Crescent's investments team in land and residential development as well as asset management. Prior to returning to Crescent from 2007-2009, he served as Senior Associate for Archon Group/Goldman Sachs as well as M-M Properties working on their acquisitions teams. Mr. Hanrattie originally joined Crescent in the Investments team working on office acquisitions/dispositions.

Mr. Hanrattie holds a Bachelor of Business Administration and Master of Business Administration from the University of Texas at Arlington.



Lawrence Kwon

Managing Director,

Head of Hospitality & Leisure

Moelis & Company

Larry Kwon is a Managing Director at Moelis & Company where he specializes in advising clients in the real estate, gaming, hospitality and leisure industries. Larry has over 20 years of investment banking experience, advising both companies and investors on a wide variety of corporate finance matters including M&A, recapitalizations and restructurings, and debt and equity capital raisings. Larry advises on both U.S. and international transactions and has executed numerous cross-border transactions involving parties in Asia, Europe, the Middle East and the Americas.



Daniel Lesser

Co-Founder, President & CEO
LW Hospitality Advisors LLC

Daniel Lesser, Co-Founder, President, & CEO of LW Hospitality Advisors has more than forty years of specialized experience in hospitality related: real estate appraisals, economic feasibility evaluations, investment counseling, asset management, receivership, and transactional services of hotels, resorts, conference centers, casinos, mixed use facilities, spa & wellness properties, and timeshare/fractional ownership properties.

An international authority and thought leader with iron clad credibility, Mr. Lesser offers a 360-degree, cross-functional and multi-disciplinary lodging industry perspective. Proffering innovation and strategy Mr. Lesser serves as a third-party advisor and independent expert witness, neutral arbitrator, business model canvasser, asset manager, property/business receiver, and as a principal investor, borrower, guarantor, franchisee. Mr. Lesser provides services to corporate, institutional, municipalities, and individual clients on all facets of hospitality real estate. Mr. Lesser has served as a Court Appointed Receiver in connection with dozens of hotels throughout the U.S.

MODERATORS & PANELISTS



Cliff Risman

Partner, Co-Chair, Hospitality & Leisure Team
Foley & Lardner LLP

Cliff Risman is a veteran real estate lawyer who represents companies that develop, own, operate, and finance hotels and resorts around the world. As co-chair of the firm's Hospitality & Leisure Industry Team and a member of the Real Estate Practice, Cliff is described by clients inChambers USAas “very practical and always accessible.” Clients choose Cliff over competitors because he speaks the language and fully understands every aspect of their business — from securing capital, structuring deals, and negotiating management contracts, to guiding clients through labor, tax, food and beverage, and operational matters and disputes.

Cliff represents luxury and boutique hotel and resort owners, developers, brands, operators and management companies, private equity firms, family offices, and other investors in their highest-profile projects around the world.

He understands how to best tackle the various agreements that arise in real estate law, he knows the hospitality industry and its unique business and economic issues, and he has guided clients through many complex development, acquisition, financing, and operating matters, receiverships, workouts, and dispute resolutions. Cliff ensures that clients are protected, focuses intently on their broader business goals, and knows how, where, and when to push to get the deal done as quickly as possible.



Craig Smith

CEO

Aimbridge Hospitality

Craig Smith, is Chief Executive Officer for Aimbridge Hospitality the world's leading global hospitality management company. A trusted operator of over 80 globally recognized lodging brands and distinctive luxury and lifestyle assets.

Prior to this role, he oversaw the global operations for the fastest- growing division of the world's largest hospitality company, Marriott International, with specific responsibility for 2,500+ hotels worldwide with \$15B+ USD in sales across 136 countries and territories.

His leadership spanned a diverse workforce of 230,000+ comprised of 54% women and employees who speak more than 60 different languages. He also had oversight of the deployment of 28 iconic brands, including The Ritz-Carlton, St. Regis, Westin and W Hotels Worldwide backed by one of the world's largest loyalty platforms, Marriott Bonvoy® with 150M+ members.

A strong industry advocate with honed global expertise, Mr. Smith is a frequent contributor to G20 public-private sector travel and tourism initiatives. He chairs the board of the US-ASEAN Business Council, is on the board of US-India Strategic Partnership Forum (USISPF), is the lead representative for Marriott International, Inc, for the World Travel and Tourism Council (WTTC) and is a sought-after speaker and media source on the state of global travel and tourism and its geopolitical and economic impact.

The son of an Career Ambassador and father of five, Craig has lived in 13 countries and has a deep appreciation for cultural differences across generations and geographies. He is a certified private pilot, master scuba diver, skis, and loves motorcycles. Craig is fluent in English and Spanish and is conversant in Portuguese. A mentor to many, he is appreciated worldwide for championing personal and professional development.

MODERATORS & PANELISTS



Richard Stockton

President & CEO

Braemar Hotels & Resorts, Inc.

Richard Stockton was appointed to the Board of Directors of Braemar Hotels and Resorts Inc. in July 2020. He has served as its Chief Executive Officer since November 2016 and as President since April 2017. He has also served as the Lead Independent Director of Spirit MTA REIT (NYSE:SMTA) and Trustee of its successor entity, SMTA Liquidating Trust, since 2018. He is currently a board member of Downtown Dallas, Inc. Prior to joining Braemar, Richard served as Global Co-Head and Global Chief Operating Officer for Real Estate at Caral Investors, a subsidiary of Cargill Inc., with real estate investments in the United States, Canada, the United Kingdom, and France. He also previously served as President & CEO-Americas for OUE Limited, a publicly listed Singaporean property company, where he established the business that acquired and refurbished the US Bank Tower in Los Angeles in 2013.

The majority of his career, over 15 years, was spent at Morgan Stanley in real estate investment banking in various roles, including Head of EMEA Real Estate Banking in London, where he was responsible for business across Europe, the Middle East, and Africa, and Co-Head of Asia Pacific Real Estate Banking, where he was responsible for a team across Hong Kong, Singapore Sydney, and Mumbai. He is a member of the Board of the American Hotel and Lodging Association. Richard is a frequent speaker and panelist at industry conferences and events, including NAREIT, the NYU International Hospitality Industry Investment Conference, and the Americas Lodging Investment Summit.

He is a dual citizen of the United States and the United Kingdom. Richard received a Master's of Business Administration degree in Finance and Real Estate from The Wharton School, University of Pennsylvania, and a Bachelor of Science degree from Cornell University, School of Hotel Administration.



Edward Yu

Managing Director, Investments
Ohana Real Estate Investors

Eddie Yu is a member of OREI's Investments team helping to analyze and oversee new equity and debt investments. Prior to joining OREI's Investments team, Eddie was on the Investments team at CIM Group. Prior to CIM, Eddie was an investment banking analyst in the M&A group at RBS.

Eddie is a member of the State Bar of California. Eddie graduated with a Bachelor of Science from Columbia University and obtained a Juris Doctor and Master of Business Administration from the Kellogg School of Management/Northwestern School of Law.



Aimbridge

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With our inspired leadership, focused operating divisions and the strong performance of our specialized teams in every vertical, we are fueling growth and owner success.

[AimbridgeHospitality.com](https://www.AimbridgeHospitality.com)

For management inquiries, contact Development@aimbridge.com

Clients First

In the hospitality business, providing your guests and customers with world-class service is always the goal. We share your focus on client satisfaction, and work side-by-side with you on day-to-day operational issues, as well as your most difficult legal challenges.

From concept to completion, Foley attorneys have provided counsel in connection with some of the most recognized resorts and hotels in the United States, Latin America, the Caribbean, Canada, Europe, and the Middle East. Our multidisciplinary team of attorneys is your single source for answers to your most pressing hospitality legal issues.

For more information about Foley, please contact:
Cliff Risman | Dallas | crisman@foley.com

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